

**IMPORTERS' QUESTIONNAIRE**  
**DRAMs AND DRAM MODULES FROM KOREA**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than November 15, 2002**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its countervailing duty investigation concerning DRAMs and DRAM modules from Korea (inv. No. 701-TA-431 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

**Name of firm** \_\_\_\_\_  
**Address** \_\_\_\_\_  
**City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip code** \_\_\_\_\_  
**World Wide Web address** \_\_\_\_\_

Has your firm imported DRAMs or DRAM modules (as defined in the instruction booklet) from any country at any time since January 1, 1999?

☐

**NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

**YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( )  
\_\_\_\_\_  
*Phone*

( )  
\_\_\_\_\_  
*Fax*

**PART I. GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No                      ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are (1) engaged in importing into the United States either DRAMs/DRAM modules containing dice that were fabricated in Korea or cased DRAMs/DRAM modules where the dice were assembled into cased DRAMs in Korea, or (2) engaged in exporting to the United States either DRAMs/DRAM modules containing dice that were fabricated in Korea or cased DRAMs/DRAM modules where the dice were assembled into cased DRAMs in Korea?

☐ No                      ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

**PART I. GENERAL QUESTIONS—Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of DRAMs or DRAM modules?

☐ No                      ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Please indicate the nature of your firm's importing operations on DRAMs and DRAM modules. More than one answer may be applicable.

<input type="checkbox"/> Importer of record	<input type="checkbox"/> Takes title to the imported product(s)
<input type="checkbox"/> Consignee of the imported product(s)	<input type="checkbox"/> Customs broker or freight forwarder

I-7. If your firm is an importer of record of DRAMs or DRAM modules but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

I-8. Please indicate whether your firm enters DRAMs or DRAM modules into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Bonded warehouses	<input type="checkbox"/> No	<input type="checkbox"/> Yes

I-9. Please indicate whether your firm imports DRAMs or DRAM modules under the TIB (temporary importation under bond) program.

☐ No                      ☐ Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

☐ No                      ☐ Yes—Please specify. \_\_\_\_\_

\_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Mary Messer (202-205-3193).

**Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of DRAMs or DRAM modules since January 1, 1999?

☐ No ☐ Yes—Supply details as to the time, nature, and significance of such changes.

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II-3. Has your firm imported or arranged for the importation of the following products for delivery after September 30, 2002: (1) DRAMs or DRAM modules containing dice that were fabricated in Korea, (2) cased DRAMs assembled in Korea, or (3) DRAM modules containing dice that were assembled into cased DRAMs in Korea?

☐ No ☐ Yes—Indicate when such orders are to be delivered and the quantities involved.

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II-4. If your firm also produces DRAMs or DRAM modules in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

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**PART II.—TRADE AND RELATED INFORMATION—Continued**

- II-5. Describe the significance of the antidumping duty order covering imports of other-than-Samsung Korean DRAMs\$1-Meg and DRAM modules containing any DRAMs\$1-Meg that was in effect from May 10, 1993, until October 5, 2000, in terms of its effect on your firm's imports, shipments, and inventories while the order was in effect and any effects resulting from its termination. Use additional pages as necessary.

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- II-6. Please indicate the DRAM/DRAM module products that your firm imports from Korea and from other foreign ("3<sup>rd</sup>-country) sources and then ships/consumes in the United States, and indicate whether your shipments are for the merchant market or for captive consumption. CHECK ALL THAT APPLY.

Item	Merchant market			Captive consumption		
	Dice fabricated in--			Dice fabricated in--		
	U. S.	Korea	3 <sup>rd</sup> countries	U.S.	Korea	3 <sup>rd</sup> countries
Uncased DRAMs						
Cased DRAMs assembled in-- Korea						
3 <sup>rd</sup> countries						
DRAM modules produced in Korea that contain dice which were assembled into cased DRAMs in-- The United States						
Korea						
3 <sup>rd</sup> countries						
DRAM modules produced in 3 <sup>rd</sup> countries that contain dice which were assembled into cased DRAMs in-- The United States						
Korea						
3 <sup>rd</sup> countries						

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-7. **IMPORTS OF UNCASSED DRAMS.**—For the specified periods, report your firm's imports and your firm's shipments and inventories of uncased DRAMs imported by your firm. (See definitions in the instruction booklet.) **Report separately for each uncased product imported by your firm by density and by the location of dice fabrication, photocopying this page, as necessary. Identify: (1) density and (2) dice fabrication location reported for each page by checking one box for each category below.**

1) Density: ☐ 16 Meg ☐ 64 Meg ☐ 128 Meg ☐ 256 Meg ☐ 512 Meg ☐ Other (specify: \_\_\_\_\_)

2) Dice fabrication location: ☐ Korea ☐ All other sources combined (specify: \_\_\_\_\_)

Item	Calendar years			January-September	
	1999	2000	2001	2001	2002
<b>Beginning-of-period inventories</b> (1,000 units)					
<b>IMPORTS:</b>					
<b>Produced by foreign affiliates:</b>					
Quantity (1,000 units)					
Value (\$1,000) <sup>1</sup>					
<b>Produced by unrelated parties:</b> <sup>2</sup>					
Quantity (1,000 units)					
Value (\$1,000)					
<b>U.S. SHIPMENTS:</b>					
<b>Company transfers for making cased DRAMs:</b>					
Quantity (1,000 units)					
Value (\$1,000) <sup>3</sup>					
<b>Other U.S. company transfers:</b>					
Quantity (1,000 units)					
Value (\$1,000) <sup>3</sup>					
<b>Domestic commercial shipments:</b>					
Quantity (1,000 units)					
Value (\$1,000)					
<b>EXPORT SHIPMENTS:</b>					
<b>Transfers to foreign affiliates:</b> <sup>4</sup>					
Quantity (1,000 units)					
Value (\$1,000) <sup>3</sup>					
<b>Other export shipments:</b> <sup>4</sup>					
Quantity (1,000 units)					
Value (\$1,000)					
<b>End-of-period inventories</b> <sup>5</sup> (1,000 units)					

<sup>1</sup> Give the basis for valuation of imports from foreign affiliates (e.g., cost, cost plus, market, etc.): \_\_\_\_\_

<sup>2</sup> Please identify the foreign producers, if known: \_\_\_\_\_

<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001: \_\_\_\_\_

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> Reconciliation of data.—Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No—Please explain: \_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-8. **IMPORTS OF CASSED DRAMS.**—For the specified periods, report your firm's imports and your firm's shipments and inventories of cased DRAMs imported by your firm. (See definitions in the instruction booklet.) **Report separately for each cased product imported by your firm by density, by the location of the dice fabrication, and by the location where the cased DRAMs were assembled. Identify one box in each category below: (1) density, (2) location of dice fabrication, and (3) location of cased DRAM assembly, photocopying page as necessary to report all combinations.**

1) Density: ☐ 16 Meg ☐ 64 Meg ☐ 128 Meg ☐ 256 Meg ☐ 512 Meg ☐ Other (specify: \_\_\_\_\_)

2) Dice fabrication location: ☐ Korea ☐ United States ☐ All other sources combined (specify: \_\_\_\_\_)

2) Cased DRAM assembly location: ☐ Korea ☐ All other sources combined (specify: \_\_\_\_\_)

Item	Calendar years			January-September	
	1999	2000	2001	2001	2002
<b>Beginning-of-period inventories</b> (1,000 units)					
<b>IMPORTS:</b>					
<b>Produced by foreign affiliates:</b>					
Quantity (1,000 units)					
Value (\$1,000) <sup>1</sup>					
<b>Produced by unrelated parties:<sup>2</sup></b>					
Quantity (1,000 units)					
Value (\$1,000)					
<b>U.S. SHIPMENTS:</b>					
<b>Company transfers for making DRAM modules:</b>					
Quantity (1,000 units)					
Value (\$1,000) <sup>3</sup>					
<b>Other U.S. company transfers:</b>					
Quantity (1,000 units)					
Value (\$1,000) <sup>3</sup>					
<b>Domestic commercial shipments:</b>					
Quantity (1,000 units)					
Value (\$1,000)					
<b>EXPORT SHIPMENTS:</b>					
<b>Transfers to foreign affiliates:<sup>4</sup></b>					
Quantity (1,000 units)					
Value (\$1,000) <sup>3</sup>					
<b>Other export shipments:<sup>4</sup></b>					
Quantity (1,000 units)					
Value (\$1,000)					
<b>End-of-period inventories<sup>5</sup></b> (1,000 units)					

<sup>1</sup> Give the basis for valuation of imports from foreign affiliates (e.g., cost, cost plus, market, etc.): \_\_\_\_\_

<sup>2</sup> Please identify the foreign producers, if known: \_\_\_\_\_

<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001: \_\_\_\_\_

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> **Reconciliation of data.**—Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No—Please explain: \_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-9. **IMPORTS OF DRAM MODULES.**—For the specified periods, report your firm's imports and your firm's shipments and inventories of DRAM modules imported by your firm. (See definitions in the instruction booklet.) **Report separately for each product imported by your firm by the location of the fabrication of the dice, and the location where the cased DRAMs were assembled, and the location where the DRAM modules were assembled. Identify one box in each category below: (1) location of dice fabrication, (2) location of DRAM casing, and (3) location of DRAM module assembly, photocopying page as necessary to report all possible combinations.**

1) Dice fabrication location: ☐ Korea ☐ United States ☐ All other sources combined (specify: \_\_\_\_\_)

2) Cased DRAM assembly location: ☐ Korea ☐ United States ☐ All other sources combined (specify: \_\_\_\_\_)

3) Module assembly location: ☐ Korea ☐ All other sources combined (specify: \_\_\_\_\_)

Item	Calendar years			January-September	
	1999	2000	2001	2001	2002
<b>Beginning-of-period inventories</b> ( <i>billion bits</i> )					
<b>IMPORTS:</b>					
<b>Produced by foreign affiliates:</b>					
Quantity ( <i>billion bits</i> )					
Value (\$1,000) <sup>1</sup>					
<b>Produced by unrelated parties:<sup>2</sup></b>					
Quantity ( <i>billion bits</i> )					
Value (\$1,000)					
<b>U.S. SHIPMENTS:</b>					
<b>Internal consumption/other U.S. company transfers (please identify the nature of the consumption/transfers: _____)</b>					
Quantity ( <i>billion bits</i> )					
Value (\$1,000) <sup>3</sup>					
<b>Domestic commercial shipments:</b>					
Quantity ( <i>billion bits</i> )					
Value (\$1,000)					
<b>EXPORT SHIPMENTS:</b>					
<b>Transfers to foreign affiliates:<sup>4</sup></b>					
Quantity ( <i>billion bits</i> )					
Value (\$1,000) <sup>3</sup>					
<b>Other export shipments:<sup>4</sup></b>					
Quantity ( <i>billion bits</i> )					
Value (\$1,000)					
<b>End-of-period inventories<sup>5</sup></b> ( <i>billion bits</i> )					

<sup>1</sup> Give the basis for valuation of imports from foreign affiliates (e.g., cost, cost plus, market, etc.): \_\_\_\_\_

<sup>2</sup> Please identify the foreign producers, if known: \_\_\_\_\_

<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001: \_\_\_\_\_

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> **Reconciliation of data.**—Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No—Please explain: \_\_\_\_\_



**PART II.-TRADE AND RELATED INFORMATION-Continued**

II-10a. In the following table, please estimate the shares (in percent) of the value of your 2001 U.S. shipments of your imports of DRAMs and DRAM modules, by DRAM type and by location of dice fabrication.

Type of DRAM	Dice fabricated in--			
	United States	Korea	Other sources	All sources
Standard DRAMs, including extended data out (EDO), fast page, synchronous, and double data rate				
Rambus				
Other DRAM types, including video (VRAM), synchronous graphics (SGRAM), windows (WRAM), and other (please specify type(s)): _____ _____ _____				
Total, all DRAM types				100.0

II-10b. In reference to the data provided in II-10a, please note general changes (if any) in your DRAM product mix or source mix that transpired during January 1999-September 2002. \_\_\_\_\_

II-11. Do you always know the country of fabrication for your purchases of uncased DRAMs?

☐ No ☐ Yes

II-12. Do you always know the country of fabrication and the country of assembly for your purchases of cased DRAMs?

Uncased DRAM fabrication: ☐ No ☐ Yes

Cased DRAM assembly: ☐ No ☐ Yes

II-13. Do you always know the country of fabrication and the country of assembly for your purchases of DRAM modules?

Uncased DRAM fabrication: ☐ No ☐ Yes

Cased DRAM assembly: ☐ No ☐ Yes

DRAM module assembly: ☐ No ☐ Yes

**PART III.--PRICING AND RELATED INFORMATION**

Information on this part of the questionnaire can be obtained from John Giamalva (202-205-2785).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_

Phone No. E-mail address

**Section III-A.--PRICE DATA**

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following DRAMs and DRAM modules containing dice fabricated in Korea, imported by your firm and sold during January 1999-September 2002:

**Cased DRAMs:**

**Product 1.—64 megabit PC100 and PC133 SDRAM**

**Product 2.—128 megabit PC100 and PC133 SDRAM**

**Product 3.—256 megabit PC100 and PC133 SDRAM**

**Product 4.—128 megabit DDR SDRAM**

**DRAM modules:**

**Product 5.—64 Megabyte PC100 and PC133 memory module**

**Product 6.—128 Megabyte PC100 and PC133 memory module**

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-A.--PRICE DATA--Continued**

**III-A-1. Cased DRAMs sold in 1999 and 2000.--COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified DRAMs **imported and sold by your firm in the United States**. Please identify the product by product number and report separately for each combination of fabrication source and customer type.

Product: ☐ Product 1<sup>1</sup>      ☐ Product 2<sup>1</sup>      ☐ Product 3<sup>1</sup>      ☐ Product 4<sup>1</sup>

Country where dice were fabricated: ☐ United States      ☐ Korea      ☐ Other countries

Country where dice were cased: ☐ United States      ☐ Korea      ☐ Other countries

Customer type: ☐ PC OEMs      ☐ Other OEMs      ☐ All other sales

(Quantity in units, value in dollars)					
Month	Quantity	Value	Month	Quantity	Value
<b>1999:</b>			<b>2000:</b>		
Jan.			Jan.		
Feb.			Feb.		
Mar.			Mar.		
Apr.			Apr.		
May			May		
June			June		
July			July		
Aug.			Aug.		
Sep.			Sep.		
Oct.			Oct.		
Nov.			Nov.		
Dec.			Dec.		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>					

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-A.--PRICE DATA--Continued**

**III-A-2. Cased DRAMs sold in 2001 and January-September 2002.--COPY THIS PAGE AS NECESSARY.** Report separately for each of the specified DRAMs **imported and sold by your firm in the United States**. Please identify the product by product number and report separately for each combination of fabrication source and customer type.

Product: ☐ Product 1<sup>1</sup>      ☐ Product 2<sup>1</sup>      ☐ Product 3<sup>1</sup>      ☐ Product 4<sup>1</sup>

Country where dice were fabricated: ☐ United States      ☐ Korea      ☐ Other countries

Country where dice were cased: ☐ United States      ☐ Korea      ☐ Other countries

Customer type: ☐ PC OEMs      ☐ Other OEMs      ☐ All other sales

(Quantity in units, value in dollars)					
Month	Quantity	Value	Month	Quantity	Value
<b>2001:</b>			<b>2002:</b>		
Jan.			Jan.		
Feb.			Feb.		
Mar.			Mar.		
Apr.			Apr.		
May			May		
June			June		
July			July		
Aug.			Aug.		
Sep.			Sep.		
Oct.					
Nov.					
Dec.					
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>					

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-A.--PRICE DATA--Continued**

**III-A-3. DRAM modules sold in 1999 and 2000.--COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified DRAM modules **imported and sold by your firm in the United States**. Please identify the product by product number and report separately for each combination of fabrication source, cased DRAM assembly source, and customer type.

Product: ☐ Product 5<sup>1</sup>      ☐ Product 6<sup>1</sup>

Country where dice were fabricated:      ☐ United States      ☐ Korea      ☐ Other countries

Country where dice were cased:      ☐ United States      ☐ Korea      ☐ Other countries

Customer type: ☐ PC OEMs      ☐ Other OEMs      ☐ All other sales

(Quantity in units, value in dollars)					
Month	Quantity	Value	Month	Quantity	Value
<b>1999:</b>			<b>2000:</b>		
Jan.			Jan.		
Feb.			Feb.		
Mar.			Mar.		
Apr.			Apr.		
May			May		
June			June		
July			July		
Aug.			Aug.		
Sep.			Sep.		
Oct.			Oct.		
Nov.			Nov.		
Dec.			Dec.		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>					

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-A.--PRICE DATA--Continued**

**III-A-4. DRAM modules sold in 2001 and January-September 2002.--COPY THIS PAGE AS NECESSARY.** Report separately for each of the specified DRAM modules **imported and sold by your firm in the United States**. Please identify the product by product number and report separately for each combination of fabrication source, cased DRAM assembly source, and customer type.

Product: ☐ Product 5<sup>1</sup>      ☐ Product 6<sup>1</sup>

Country where dice were fabricated:      ☐ United States      ☐ Korea      ☐ Other countries

Country where dice were cased:      ☐ United States      ☐ Korea      ☐ Other countries

Customer type: ☐ PC OEMs      ☐ Other OEMs      ☐ All other sales

(Quantity in units, value in dollars)					
Month	Quantity	Value	Month	Quantity	Value
<b>2001:</b>			<b>2002:</b>		
Jan.			Jan.		
Feb.			Feb.		
Mar.			Mar.		
Apr.			Apr.		
May			May		
June			June		
July			July		
Aug.			Aug.		
Sep.			Sep.		
Oct.					
Nov.					
Dec.					
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>					

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--PRICE-RELATED QUESTIONS**

- III-B-1. Please describe how your firm determines the prices that it charges for sales of DRAMs or DRAM modules (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

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- III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

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- III-B-3. What are your firm's typical sales terms for its imported DRAMs or DRAM modules (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of imported DRAMs or DRAM modules usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

- III-B-4. Approximately what percentage of your firm's sales of its imported DRAMs or DRAM modules are on a contract (\_\_\_\_ percent) vs. spot sales (\_\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) How frequently are contracts renegotiated? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

(e) What are the standard quantity requirements, if any? \_\_\_\_\_

(f) What is the price premium for sub-minimum shipments? \_\_\_\_ percent

(g) Contract prices have been on average over the past year:

☐ \_\_\_\_ percent higher      ☐ \_\_\_\_ the same as      ☐ \_\_\_\_ percent lower than spot prices

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-5. If you sell on a contract basis, please answer the following question with respect to provisions of a typical contract.

What impact does spot pricing have on contract prices?

(a) when contract prices are negotiated \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

(b) within the contract period \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

III-B-6a. Has your firm entered into any long-term agreements for the supply of DRAMs or DRAM modules? If yes, please report the terms of these supply agreements (i.e. pricing, volume, duration), the share of sales, and the firms involved.

\_\_\_\_\_

\_\_\_\_\_

III-B-6b. Do you customers with more than one location negotiate a single contract or a single price for all locations. No \_\_\_\_\_ Yes \_\_\_\_\_ --If Yes, please explain whether this is true for all multi-location customers or only for some, and if only for some, please elaborate on the type(s) of customers involved.

\_\_\_\_\_

\_\_\_\_\_

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of DRAMs or DRAM modules? \_\_\_\_\_

III-B-8. What is the approximate percentage of the total delivered cost of DRAMs or DRAM modules that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent. Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-B-9. What is the geographic market area in the United States served by your firm's DRAMs or DRAM modules?

\_\_\_\_\_

\_\_\_\_\_



**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

- III-B-10. a) Please describe a typical business cycle in the DRAMs market. Does the DRAMs business cycle affect your sales of DRAMs or DRAM modules? If so, how?

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- b) Is the DRAMs market affected by seasonal cycles (e.g. the holiday season, back-to-school season, etc.)? If so, how does this affect your sales of DRAMs or DRAM modules?

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- III-B-11. Describe how easily your firm can shift its purchases of DRAMs or DRAM modules between DRAMs fabricated in Korea and those from other sources. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting purchases between the Korean-fabricated DRAMs and DRAM modules and those from other sources within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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- III-B-12. What other products may be substitutes for DRAMs or DRAM modules? Please report the application(s) in which such substitution is possible.

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- III-B-13. Describe the end uses of the DRAMs or DRAM modules that you manufacture. For each end use product, what percentage of the total cost is accounted for by DRAMs or DRAM modules?

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**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-14. How has the demand within the United States (and outside the United States if known) for DRAMs or DRAM modules changed since January 1, 1999? What were the principal factors affecting changes in demand?

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III-B-15. Have there been any significant changes in the product range or marketing of DRAMs or DRAM modules in the past five years?

☐ No ☐ Yes--Please describe.

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III-B-16. Does your firm sell DRAMs or DRAM modules over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of DRAMs or DRAM modules in 2001 accounted for by internet sales.

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III-B-17. Please report the value of your firm's total U.S. commercial shipments of subject DRAMs and DRAM modules made to each of the following customer types during 2001:

Customer type	Individual DRAMs	Modules
PC OEMs		
Other OEMs		
All other sales (distributors etc.)		
Total		

III-B-18.a) Please estimate the percentage of your firm's total U.S. sales of subject DRAMs and DRAM modules in 2001 that were made as separate units and made as DRAM modules.

Sales as units \_\_\_\_\_ percent

Sales as modules \_\_\_\_\_ percent

100 %

b) What percentage of the total cost of the module is accounted for by the cost of the DRAMs?

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**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--PRICE-RELATED QUESTIONS--Continued**

*Please note: Subject Korean DRAMs and DRAM modules are those with dice fabricated or cased in Korea. U.S.-produced DRAMs and DRAM modules are those with U.S.-fabricated dice (except when cased in Korea) and those with dice fabricated in a third country if cased in the United States. Nonsubject DRAMs and DRAM modules are those with dice fabricated and cased in a third country.*

III-B-19. Are the U.S.-produced and subject Korean DRAMs or DRAM modules used interchangeably (i.e., can they physically be used in the same applications)?

☐ Yes ☐ No--Please explain.

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III-B-20. Are the U.S.-produced and NONSUBJECT imported DRAMs or DRAM modules generally used interchangeably?

☐ Yes ☐ No--Please explain, by country.

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III-B-21. Are NONSUBJECT imported DRAMs or DRAM modules and subject Korean DRAMs or DRAM modules used interchangeably?

☐ Yes ☐ No--Please explain, by country.

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III-B-22. Are there any differences in product characteristics or sales conditions between U.S.-produced DRAMs or DRAM modules and subject Korean DRAMs or DRAM modules that are a significant factor in your firm's sales of DRAMs or DRAM modules?

☐ No ☐ Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

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**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--PRICE-RELATED QUESTIONS--Continued**

***Please note: Subject Korean DRAMs and DRAM modules are those with dice fabricated or cased in Korea. U.S.-produced DRAMs and DRAM modules are those with U.S.-fabricated dice (except when cased in Korea) and those with dice fabricated in a third country if cased in the United States. Nonsubject DRAMs and DRAM modules are those with dice fabricated and cased in a third country.***

III-B-23. Are there any differences in product characteristics or sales conditions between U.S.-produced DRAMs or DRAM modules and NONSUBJECT imported DRAMs or DRAM modules that are a significant factor in your firm's sales of DRAMs or DRAM modules?

☐ No

☐ Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product.

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III-B-24. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported DRAMs or DRAM modules and subject Korean DRAMs or DRAM modules that are a significant factor in your firm's sales of DRAMs or DRAM modules?

☐ No

☐ Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from Korea.

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III-B-25. Using specific applications as examples where appropriate, discuss the substitutability of:

a) DRAMs with different addressing modes (EDO, synchronous, DDR, Rambus, etc.)

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b) Commodity DRAMs with specialty DRAMs (SGRAM, VRAM, WRAM, etc.)

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c) DRAMs with differing densities (e.g. viability of substituting four 64 Meg DRAMs in an application for one 256 Meg DRAM).

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**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

- III-B-26. a) Do the firms to whom you sell DRAMs or DRAM modules require that your firm be qualified before they will purchase DRAMs or DRAM modules from you? If yes, please describe, in detail, the qualification process. Include in your description the steps required, the time of the process, the type of DRAM involved, and the types of customers (PC OEM, distributor, etc.) that require qualification.

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- b) Subsequent to qualification of your firm, do the firms to whom you sell DRAMs or DRAM modules require that DRAMs be qualified in a specific application? If yes, please describe, in detail, the qualification process. Include in your description, the steps required, the time of the process, the type of DRAM involved, and the types of customers (OEM, distributor, etc.), that require qualification in a specific application.

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- c) Since January 1, 1999, has your firm ever failed to qualify to supply DRAMs or DRAM modules to a customer? Yes \_\_\_\_ No \_\_\_\_\_. If yes, please give the date, customer name, type of DRAM, and the reason for the failure to qualify. Please also note whether your firm failed to qualify for all applications, or qualified for some applications but not others. If your firm attempted to qualify at a later date, please report the result of that attempt.

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**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for subject DRAMs or DRAM modules during January 1999-September 2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of DRAMs or DRAM modules that each of these customers accounted for in 2001.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2001 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					